# Fall in jobless is the biggest for $71 / 2$ years 




Group boost


Granada buy


 Black money Briain's black ecconny is per cent of gross domessic
product- lowerthan previous
esimates according toite TIMES SPORT

Olympic lift

##  cess Lausanne for the 19992 



scientist out
Queen inspects ghostly guard















Exclusive next week TIEEN


## Fleet Street

 revolution A revolution thatbegan when Ruper began when Rupert
Murdoch moved The Times and three other newspapers in east London led to one of this
century's most controversial
disputes. But so far there has
been no attempt at an objective acca
of its origins - On Monday, serialization of The End of the Street by Linda
Melvern, which is a Melvern, wad
revealing and
controversial account of events which changed
newspaper history - Secret talks laid the plans for a new London newspaper using
high technology at a site away of Fleet Street - The full story of Project $X$, under which
an abandoned used to test sophisticated to Britain in
unmarked crates - How the workforce defied the
traditional unions were recruited The union spies
who breached the Wapping security, only to have the
reports ignored by the unions Times today
Stoppage | Israeli jet halts new
Jaguar
Nearly 1,000 Jaguar assemt
byy workers at
halued production of the Xry

proves
sudy
produ
which
waitin
wain ${ }^{\text {an }}$
-When
produc
produc
duativi
can be
buti
rased
work
raised
work
Mr
conven
and
and
and General
said ne
company mer
OShop fior
workers
Workep iloor
worke of the R
Lo
Preston, Lanc
3 per cent pay

## Champag





Youths clue in double killing
 $£ 1 \mathrm{~m}$ for PC's appeal


 exporitury surgery.
PC Geoppeal Hasched lasment year atter the stabbbhing of in south London. During his six months in intensive care at the hospital, he was wive traken
accross London by ammunalance to another hospital which had

Unit for drug babies


 Amis is Booker tip




| By Richard Evans <br> The Cnbinet yesterday age for the forthcoming parliamentary session and hereby left the way elear for the Prime Minister to call Next month's Queen's Speech is expected. with the exception of the Criminal Justice Bill, to contain few and time-consuming pieces of |  |  | Home Office will have the busise Ame inin the wide saon Apar crimioal justice frosion proposisk , hery will also bring Sporsu Ground Bill It will implement key proposas is or spont venuus and and ind ine Which Cimininal Justioe Beill clauses will inctude changess to bc exradition law and | reformson the way frud cascs are testigaled and prosecuted. Peremplor challegse of ju- oors will be abobished and the age wilin for jurmed will be incressed. <br> The crimioal injuries plamed nsen a statutory basis and tion of court busincss with miver disquartied being heard only in magistates cours. |
| :---: | :---: | :---: | :---: | :---: |

## Labour fight bar on MPs' role over immigration

 Mr Gerald Kaufman the determined in his country ofshadow Home Secretary, yes- origin.
lerday
 MPs' rights to inans to restrine
immpration cases
MPs imp
Rem
tem
ain

|  |
| :---: |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |

# 'Sister was locked in a 'curtain of evil' and wanted to be with God' I didn't murder family, insists Bamber 

 fle full

Jordanian names 'enemies' fake claim

By Geraldine Norman
Sale Room Correspondent One of the firss pendulum
clocks was said to be a fake afer it was bought for the ${ }_{a}$ Mr Terence Camerer Cuss,
 f121,000 to R A Lee, the old
estabbished clock dealer, for the Scierice Museecm, Sout
Kensington, west London However, Dr D Vaughn
the. muscum's curator of clocks. dismissed the allegan
tion. He said myster surrounding the origins of the made dealers suspicious Sotheby's said it had come from fame conilyection for at was inst two geverations. Whice it was
surprising for a clock of his expoctedily, it was too unusual expecteady, copy.
Dutch inventor, is credited whib bending the forss work The Sotheby's clock, signed by
Huygens as inventor and Jain van Calh of Niinnegen, as
maker, is dated 1657 . The spring-driven clocks of
Salomon Coster weree pre.
viously thouht we be the
carilest pendulum clocks in carliest pendulum clocks
exisencencen Sotheby's clock is
weight-driveni
Sale room, page is


TV exhibition

## Rare example of Baird set



BBC in talks on European cable network The BBC bopes ifs two
tetevision channels will become available to mililions of cable velevision subserbers
and hotel rooms in Scandina
and via, Germany and Ialy (Our
Media Comespondent wites). If talks are sycresssull the evenues at a time when it is under pressure to wean itself
from licence fee income. $\begin{array}{lll}\mathrm{BBC}-1 & \text { and } \mathrm{BBC}-2 \text { are a } \\ \text { available to } \\ \text { to } \\ \text { cabl }\end{array}$ subscribers in Belegium, Hol
land and Paris, but they are
 ceive signals.
Iess of sale hilile transuissio
 Europe to an unlimite
ber of cahle systems


The
bangtalking about the Big Bang which hits the City this month. But does it really explain the huge expansion of London's financial wealth?

What, in reality, is the one area of economic activity in which Britain leads the world?

In this week's Spectator, Tim Congdon explains the nature of the Bigger Bang-the explosion of the Euromarkets in which London is preeminent. With a turnover more than twice that of the Stock Exchange, they make the Big Bang sound like a whimper.

At present, there are 399 foreign banks in London, 254 in New York and only 76 sons wanted to seducle
her and were capable of murdering her 9 Prosecution and that hy wout
becaling Sheila's psychiartiss
Dr Ferguson. Dr Ferguson
He seid that


## 

 sextence the children, or thoing
violence at theit hands
vicing Mr Rivlin said that Sheila
thoughn her sons wanted to
seduco her and were capable of
murdering her. seduce her and werecapable of
murdering her.
clocked in what Mr Rivlinn
called her curntian of evirs she
developed delusions of gran-

Customs
team set to seize drug gains

## w

 A team of 35 cussomsofficers has been sel up
urack doun the assers
convicled duyg traffickers convicted drug traffickers
enathe cours to make
conistation orders when
new law is implemented in thenis
 ${ }^{\text {Laxp }}$

## wive


$\qquad$
fous
files
orde



Poufflio Holidays boost for winners Ezizewis



 West Sussex has played Port
fotio Gold for six months.
still canit beliicre my licke.
She


 As part of the
Governments conipaign on
dnus new effors are also
being made zo encourage the
 possihle dugsg rafticking
losources said that RAF pi-
lors and rews engaged in
in

 bigger
in Tokyo. How did London win this lead? And can it keep it? Or will a Labour government send the City the way of Lancashire textiles and Midland cars?

> As usual, this week's

Spectator explodes with talent.
Alastair Forbes reviews Patrick Leigh Fermor's leisurely progress to Byzantium. The Bishop of London looks at the crisis in his own Church. Jeffrey Bernard gives his weekly cri de coeur from the public bar of the Coach and Horses.

And in a contrite Diary, Peregrine Worsthorne tries to make peace with Princess Michael of Kent.

All this is yours for just ae
sovereign.
SPECTATOR

## Ports fear big

 job losses and closures from Channel tunnelBy Martim Fletcher, Political Reporter

If your company spends a lot on post, it could save a lot on postage

If your company sends out more than 5000 letters at a time and can pre-sort them, you could qualify for big discounts on postage. Your savings could even rise as high as $13 \%$ !

And if your inland letter postage exceeds $£ 20,000$ per annum and is growing year by year, you could save up to $20 \%$ on the real annual growth.

These big discounts are just one part of the Royal Mail Services For Business Economy-services that help businesses save money, improve cash flow and create extra sales.

All these services are detailed in one comprehensive factfile. Send us the coupon for your copy; or phone Jane Fordham on 026844044.


To: Stuart Pretty, FREEEPOST (no stamp yequired), Financial Mail Group, 33 Grosvenor Place, LONDON SWIX IEE



Minister promises necessary action on library ban
mapmososvene 2ataze
















 Aty 1964, and should review
their dceisions
twd Herrissid that the answer


Airports bus link working
 seleded. hellcopler setvice
betwurn Gatwick and Heathrow
aippors if
 Government spokesman said
during quastion kime ithe
House of Lords He added that the presenn coach links semped uned
to provide a saistacior serviec
 Viscoumt Davidson said thas
since smnce. ihe helicoprer ser service
ended 9 . 5 per cent of surfice
links


Next week

 Wedaseshy: Serm Distriminalion


 The reainian slages mpars in. the
Touse of Lords willtec Housc of Lords will be se Bin repor shancil Puty sin)


secutur $\mathbf{N}$ arvice nitized
acident $v$

## Solicitors are angry at plan to transfer free legal advice scheme




## Parents lose case over danger track <br>  



 overhaul the legav aid scheme ail over again to the soicicins", not intend to reduce the help
could lead to could liead to a natisnal leg
service, Mr Joph Wickerso
president of tha presidient of
Hesterd
He told

## 回 (1)


 criticized


Probation policies 'appalling'


JPs reject the short, sharp shock idea Bypat fixis
Majamis an ramime vais fine in buwid Chymem itme
 titam man it maik




 moid tide wid wit


 cand xiditive nomexia hive mise His miximinis ix
 miximixime nixit





THAT'S WHY WE CHARGE LESS FOR THEIR LIFE INSURANCE

##  Min   <br> The protection your fanily deserves  <br>  Years, Your onditionsof corer will not be damped by  ation, provided you are then 54 or morder Pusus, youc can saxims plan, if your needs shange. <br> 5 POINT PROMISE

 nem from inrancià diffaufies By separaning spovect inem fom sinaciad dificauties By separating smokers can afford abiges ssum Io yourd deperdants for theJust \$5 a month can bring $£ 33,631$ of cover
 coner Unike doue plans, here is no cocsly sexving


Yon choose your premiin



- Ten years of cover for you on the terms set out bere. vour ruper pround is accepeded, and the nigh to torene toincrease your cover by up to $50 \%$ of your iminal ifircorver, on the corasion of maxiage, the birth of a In the casse ff accidental death, aspecial additional - Panvided you areaged 54 or under and can tututually
 acoepted jito the Plan without any medical Norepresenatite will botier you.

3. Help Eight infation

Ons durasugg protection - to help beep paxe with the \%on the ongina amound per year alon yuthes by

4. So easy to arrange.

 Start your Cover Plus Plan here and now
You can start giving your family the protection of
 Finllowing acxeptrance of your appleation yourcouer will stan immedately and your policy will be sent to can uss to make your montily merzmum payments automolicy, and ifyou are not complelelely satisfied with it youmay recumi iaze nor well referey yoursired with's
 from me date on your podicy, and your free gitt will be
sent to you Apply nown the sooner your application is
received, the sooner your cover will start
$\qquad$
Whoare the Sim Alliance Group? The Sum AllianceGromp


SUN ALLLANCE INSURANCE GROUP



## The Red Indian dope trick

Even in the days when America was known as the New orid, it was a country with a reputation for its spirit of enterp and the ability of its people to make a good deal
When the settlers started negotiating, the natives hardly knew what had hit them - and in the summer of 1626 , probably the most spectacular real estate coup in history took place. Governor Peter Minuit of the Dutch West India Company . had the job of buying Manhattan Island from the Indians. Atter some haggling with Chief Manhasse, the price was agreed at 24 dollars' worth of kettles, axes and cloth.

Today \$24 would not buy one square foot of office space in New York City and an office block in central Manhattan changes hainds for around $\$ 80$ million. Even allowing for inflation, Minui got himself a real bargain.

## 2 Not again Josephine!

You would think that the Manhattan deal would remain a one-off for ever. After all, the Americans would surely never find, anyone as naive as the Indian chief again.

But less than two centuries later, they did and this time the loser was Napoleon, Emp
of France and (in his early years, at least) of France and (in his eariy ye

In 1803 , Napoleon
In 1803, Napoleon had his mind on European affairs (in particular, an invasion
of Britain), so he decided to dispense with France's American possessions.

He sold the entire Mississippi valley, an area of 828,000 square miles extending
from Canada down to the Gulf of Mexico from Canada down to the Gulf of Mexico
and westwards to the Rockies, for just over and westwards to th

Through this deal, known as the Louisiana purchase, President Thomas Jefferson doubled the purchase, Presiden
size of the United States for only around 5 cents size of the United States for only around 5 cents per
acre. The judsement of the Emperor on the other hand, never seemed to be quite the same again.
5. The man of steel - at a steal

Publishers are notorious for turning down lucrative busines deals. For example, Tonathan Livingston Seagull was reject The Dubliners.)

However, in 1938, one publisher got it brilliantly righ On June ist of that year' 'Action Comics' appeared, featuring a character by the name of Superman (and, by tums, Clark Kent). The character seemed to go down quite well, so the publisher offered to buy all rights to him from his creators, Joe Shuster and Jerry Siegel.

They needed money badly - so they setuled for
sum of $\$ 130$, or $\$ 65$ each the sum of $\$ 130$, or $\$ 65$ each.

Today of course, Superman is such big business
Marton-Brando was able to command $\$ 3$ milion that Marton-Brando was able to command $\$ 3$ millio

If you had seen Shuster and Siegel when they reali What they had done, you would believe a man can ciy.

# Arguably the ten greatest business deals of all time. 

3. Nice ice at a reasonable pric

Napoleon did just manage to reach Moscow in his ill-fated invasion of 1812 - but it would seem that news of his poor American deal did no

For, astonishingly, the Russians went on to become the third victims of major land deals with America

On March 30th 1867, the U.S. Secretary of State, William Seward, bought Alaska from Tsar Alexander II for a mere $\$ 7.2$ million - thereby acquiring another 586,000 square miles of territory for less than 2 cents per acre.

The Tsar presumably thought that this remote, frozen and virtually uninhabited piece of land had nothing at all to commend it - and at first, the American people agreed with him, for Alaska

In 1896, however, gold was struck at Klondike in the Yukon and since then, over 750 million dollars' worth has been mined in 1968, black gold was discovered - and an estimated 100 billion tons of coal are also lying underground, just waiting to be bilion up.
dug
4. More frozen assets.

The frozen wastes of North America again proved to be a bargain basement in 1933.

A young Greek entrepreneur, who had already made money importing tobacco into Argentina, had been trying to break into the shipping business for well over a year

At the time, there was a world slump in the trade. No one was making any money - but the young man realised that such
situation could not go on for ever and that if he could pik some cheap second-hand vessels now, he would be perfectly place to make a killing when things did change.

Eventually he found just the ships he had been looking for frozen solid into the ice-packed St. Lawrence River in Cana
They had been rusting there for two years, and were so full
They had been rusting there for two years, and wer of ice and snow that when he walked on the
deck of one of them, he disappeared into a deck of one of them, he issappeared into a

Not surprisingly, no one else wanted the ten vessels - least of ail their owners, the Canadian National Steamship Compan their scrap value of $\$ 30,000$ each, eve though they had cost a total of $\$ 2$ million to build ten years pre

Yet despite his scare in the

## wits about him and

 managed to determin that the ships were stil structurally sound. He offered a patto for each of six ships - and the Canadians accepter His fleet' remained at anchor in the frozen S. Lawrence for several months - but just as he had foreseen, both the river and the world depression finally thawed. As the Thirties progressed and the likelihood of world war increased, so the world shipping business boomed... and in a few years, Aristote Onassis was on of the richest men in the worldThey duly went through the whole factory with a fine tooth-comb - but found nothing, By this time, they were so intrigued by the mans ofter could save them mones he could have the cut he wanted.
"Iust put one striking surface on each matchbox instead of two,". he advised them. "Y"

They did - and they did. And over the next few years, the man who sold them the idea made a small fortune.

## 7. A monumental coum

Arthur Furguson went a stage further, however. He made money by selling things which weren't even his in the first place. One morning in 1923, he spotted a rich American in

Introducing himself as the official guide to the square, Furguson explained all about Nelson's Column, the lions and the fountains - and just happened to mention what a shame it was that Britain was having to sell them of to meet soaring debts The American asked the price. " 56,000 to the right buyer," replied Furguson; adding that of making the sale.
The American begged him to sell the square to him. At length, Furguson consented and went off to "agree the deal with . his superiors. On his return, he announced that Britain was prepared to accept a cheque on the spot. The delighted tourist wrote one at once.
urguson gave him a receipt - and even the name and address of a firm who would dismantle the square ready for shipping - and promptly marched off to cash the cheque.
Later that summer, Furguson went on to sell Big Ben for $£ 1,000$ and accepted a down In 1925, he went to Washington D.C., where eased the White House to a cartle-rancher for 99 years at $\$ 100,000$ p.a. - with the first year ayable in advance.
This type of business deal has a special name, of urse: fraud. Furguson was eventually caught trying to sell the Statue of Liberty for another $\$ 100,000$ and 3 was given five years in prison.

8. All stitched up.

In the unstable and unpredictable world of popular music, there have been


# WHAT EVERY 16 YEAR OLD SCHOOL LEAVER IS GUARANTEED FOR CHRISTMAS. 

## 



2 years training as a mechanic.


2 years training in the leather industry.
2 years training in a bank.


2 years training in yacht building.


Apply now and we guarantee you a place on the new 2 year YTS by Christmas at the latest.

You can see a few of the possibilities above, and there are over 100,000 employers involved with the YTS.

This is your chance to learn a skill and get a certificate that shows what you've achieved. So if you're after a great start, talk to your local Careers Office or Jobcentre now. There aren't many shopping days to Christmas.

Fears grow that Mafia


MEP says true cost of surplus concealed Fiom nimated one






 cin筒

Nigerian wins Nobel literature prize
nitiguilian





His remarsurs alssose coiocided
winh rumours hal M Iacques
Delins. the Commissing
 President, would propose rei-
farms of the Commn Afril
cullumal Policy and a shining
of the burden of fanm subb-
 sidies nnio those EEC govern-
mines wbich benefil from
them MEP Mich West Linond.Latou sin that provesters in London
tomorrow would march be-
tween Acton and Southall two centres wherre hc syid
nearly 5.000 tonnes of $E E C$ Sir Henry $P$ Pumb. keder of hhe Conservative MEPR y ys
herday called for a Wordd Food
 way or getting European foo
wurpuses to Third Worl
nations which have foo $\begin{aligned} & \text { surpluses to third World } \\ & \text { natoms which have food } \\ & \text { shorages. Letters, page } 17\end{aligned}$ Mozambique crisis

## Harare considers boosting troops








 2impatemedegazion.



 ?

10 OVERSEAS NEWS/LAW

| anti-nuclear |
| :---: |
|  |  |

## The Minimum Investment For British Gas Shares Will Be No More Than $£ 150$. But You Can Apply For A Lot More.

si hidnappod
mapteting to afford British Gas shares, so were making the minimum investment level as low as possible.

It won't be more than $£ 150$, and you won't have to find that all at once, because payment will be by instalments. If you want to apply for a lot more than $£ 150$ worth of shares, you can, of course.

The important thing is to make sure yourre
ready when it's time to apply in late November. If youre interested in a share of the shares, simply fill in the coupon on this page or phone 0272272272.

In return, you will be sent an information pack and updated information when it becomes available.

This won't commit you in any way, but it will ensure that you are sent a prospectus and an
application form when they're published. Which could save you a lot of bother later on




## 

## If you like Impressionists, why not own one?

Itș not an-impossible dream.
The 380 paintings, 'drawings, 'watercolours and sculpture' in Sotheby's next sale of Impressionist, Modem and Contemp The sale is on Wednesday.22nd October, 1986:at 10 am and 2.30 pm , at $34-35$ New Bond Street. Viewing today Monday 20th and Tuesday 2lst ( 9 am to 4.30 pm ) and a special view on Sunday 19th October ( $12 . \mathrm{rv}-\mathrm{m}$ to 4 pm ). For further information telephone Melanie Clore or Nathalie Angles in: the Impressionist Department on (01) 499.0264 .

SOTHEBYS

# Hard times and grim humour 



Cannon Haymarket

 1952 when Bessie Gegins in
19 and her father returns. follows her from Krougen; and
labour in a frongh sweated politital a. a. recenory, growing
momiage,
molerhiood and, ultimately, motherrood and, untimately, a
role as a militant union leader.
When we last see her, in the prosent, she has sufficred de-
feat, bereavements, $a$ broken matriageavementsts, a broke.
still fighting. still fighting.
Ragged and schermatic, the
film is held $\begin{aligned} & \text { together by } \\ & \text { kind of tauthe }\end{aligned}$ of the fight for workers' tigntsts
 umes are much closer: and by have the conviction of
Bessie is played successively
by Louise Beatuie and Eliza-
bech Maclennan, bolh believ orercome the awkwardeses of
this rash mid-stewanm change
over. Ms Beattie's puynacity
this rash mid-streamp change-
over. Ms Beatie's pugracity
in beating up gym nuistesses

## 's

|  |  |
| :---: | :---: |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |



David Robinson

## ENTERTAINMENTS

|  |  |  |  |
| :---: | :---: | :---: | :---: |
|  |  |  |  |
|  |  |  | A |
| \% |  |  |  |
|  |  |  |  |
|  | \%mor |  |  |
|  |  |  |  |
| - |  |  |  |
|  | , saucher |  |  |
|  | Szemis |  |  |
| 20 |  |  | Wix |
|  | 4,907 |  |  |
|  |  |  |  |
| $5$ |  | 란 |  |
|  |  | \%mid |  |
| Whewe | = | \%umitimicim |  |
| . |  |  |  |
|  | \% | 起: |  |
|  |  |  |  |
|  | min |  |  |
| 2m | , |  |  |
|  | \%am |  |  |
|  | 2 |  |  |
|  |  |  |  |
|  |  |  |  |





[^0]

# Scarred by the lost generation 



Pitching for porches Ninarasum gases wild as the World Series brings the American bastall season aneccining cimex An
 simuziz =2 torture as a base
the limited Sates.
Such is the
 Lis

$$
\begin{aligned}
& \text { their } \\
& \text { and } \\
& \text { slip ip }
\end{aligned}
$$

$$
\begin{aligned}
& \text { sid } \\
& \text { ship }
\end{aligned}
$$

## $\underset{\substack{\text { ORc } \\ \text { new } \\ \text { now }}}{ }$

| $\begin{array}{l}\text { the } \\ \text { the } \\ \text { nil } \\ \text { the }\end{array}$ |
| :--- |

## $t$

## 1 <br> Sender is (pitch

Spice
Exp
bis
Led

## used shan T

## Nita find field sold

soldier
Rene
s.
bat
hanging from his equipment.
It is not
not surprisisat that in


 bombs" ${ }^{\text {is }}$ is the organizers'
slogan.
Nicarimus is also helping to
Nicaragua is also helping to
Eesabish the sport in the
Soviet Union. $A$ teem of
 ever staked in Moscow. I
migigb tine in if 1
1
 agriculture
spectators.
ln the

$$
\begin{aligned}
& \text { was replaced by a substitut } \\
& \text { Sountbing more oo grum b } \\
& \text { about down in Managuan }
\end{aligned}
$$

Philip Jacobson

## A skate to the sunny side of the street

## EXCLUSIVELY AT $=1$ <br> 15\% <br> - Windsor upholstery. - Comfortable and luxurious - Reaversihich <br> - cushions. <br> - Available in a wide choice of 15\% of before November th 1986.e.g.  HEALS





## SATURDAY

Putting on The Red Shoes Film-maker Michael Powell tells
of his stornay relationship with of his stormy relationship with
ballet star Moira Shearer - OD 4 folio Cold $\mathbf{£ 1 2 , 0 0 0}$ to be WOn tomorrow Can you always get your copy of The Times?
$\square$

# House husbands to a man 

Since the Denis Thatcher lampoons began the spouses of woman MPs have worn a wary look. As Parliament $\frac{\text { resumes, Toby Young reports on the }}{\text { pressures of having a wife in the }}$ pressures of having a wife in the House

Open the November issue of A la carte. for innovation and inspirization...

The rising stars of French cuisine. Apple and pear surprises Colin Spencer's gourmet vegetarian menu Derek Cooper visits Chateau Lafite Eutertaining Betty Jackson fastion Alacaite Practically the most entertaining magazine ever

## The penalty of mercy




## THE TIMES

 DIARY Rose growers association
Heal thyself








 Differential








Scaled down






 Ads－Lib



 somenene whose politics onc docs
not know
 modes．and the paition be bet
 Great Wen Mror from hiniinitivk Gudide




 －ruz Shaping up zatezt to the city of




George Gilder on the new impetus for a British hi－tech brain drain

## Silicon Valley＇s tax allure





 call isolationis yer messianic
Peopplés Republic created by Mao
Tse
 My contention thian the Chinese
had virually renounced Marxism had virually renounced Marxism
was srreeled with exreme scep－
ticism．But ins happene．The
Queen is now seeing enomous Queen is now seeing enormous
outward changes the nising offike
hlocks ehe emin siock mar
kets．the rapid pinivatizaion
 businessmen boping lo capitalize
on the royal tour will bedeluding
itemselves ithey hop for ansy
pickings pickings even in a nation so vast
that as the Earl of Amersi todd
Hong Kong merchant last cen－
twry ．if purchase one pair of slockingss it
would keep the mills of Lan－ The Chinesse are very harc bargainers．determined to import
as litele as posible and to make as
muchas possible at home．copying unashamedy when necescary．
Sadily China has been a vastly Sadly．China has been a vastly
profiabie markel for Britain only
once．The opium trade brought enormous relums rade and and led
direcely to te wars and revolu
tions on which perverse people＇s paradise．
The shifif away from Marxism does not mean that rominarxism
million peoppe will soon，if evor．
find themselves living unde．
 To understand the significance
of this imagie tha1 y you had to to
solve all your daily problems by
 the real world did
the
common sense or
solve problems


 new integrated circuit
adapted this needs．
The thind The thirr key breakthrough
the widepread replacementof the
long－cherished Von Neumann
compren



## Robert Elegant looks beyond Deng＇s reforms

 to the challenge to the nation＇s pride China：now for the real leap



1

David Watt
Don＇t write off the Alliance
？
함믄





##  <br> 

## mode mod simp sim

In most respecectse of to pocialism．phe is
simply crawling its way painfully
upwards from

 Lansbury and the pacifis
alism of the eary 1930 s ．
$\qquad$
 tion，possibly more trade union
legislation．Yet it is the failure of
believe that Mo suppose．Inan do not in
not．
Whicchaw


moreover
Miles Kington

## Cycle clips from

 a royal progress|  |  |
| :---: | :---: |
| h | had pedalled to the $h$ |
| yent city of Chung Peng in time | Alastar＇s words |
| ake the salute at the custo |  |
| hour ridepast of 150 |  |
| cyclists：later he inspected the |  |
| C | arch |
|  | and they had fought back their．， |
| ime |  |
| Alassair，looking resplendent | But the visit |
| onial grey suit which |  |
| wer |  |
| officials told him of the historic |  |
| Greal Pedal actross China．Thirty－ |  |
| five years ago．the small army of |  |
| bicyclisis had fought their way |  |
|  |  |
|  |  |
| a | are stid to bave smiled and fooked ？ |
| known Punctur | inscruable Sir |
|  | first Intastair has also become uis |
|  |  |
| mentator who had ever done |  |
|  | ${ }^{\text {coser }}$ |
| Sir Alastair on thi | Ch |
| ney to |  |
| he is the heir $t$ |  |
| a belief shared by many | from the |
| Bruish public．Il has bee | from everywhere |
| stop．vast crom | S |
| 䢒 |  |
| tened Lord of the News．and to | promises，when |
|  |  |
| Sir Alastair！Where＇s Princess | Charics and Princess Diana |
| breakl｜Rediou aga |  |
| break！＂Radiant．splendiferous， | justify having two childricn which－ |
| princely．as stately as a chrysan－ | of course is incegal in Ch |
| themum－these are just some of | Soon the royal |
| the adjectives that have been |  |
| showered on him by troops of |  |
| sch |  |
| ch |  |
|  |  |
| st |  |
| Last night．at a state |  |
|  |  |
|  | The－n |
| ruck the hour， |  |
| 䢒 |  |
| microphone and an |  |
| －Here is the news |  |
| ans |  |
|  |  |
|  |  |
| Salvador．And the fox in Bristol |  |
|  | Britain．But one thins is certain if |
|  | the Chinese have their way：me－－ |
|  | man they $h$ |

## HELPING THE MAHDI

## The intention of Saded Mahdi the Sudanese Prime tionster． the reopen negotia South is the war in the bouth is welcome news for both the Sudanese and the West The three－year civil win is．simultaneously drainin Auncas causing widespread famine and threatening the survival of the moderately If the leaders of the rebe Army can be brought to the sult be more fruitful than the There is much talk in the devising a new＂multiple tier＂ legal system，which would and Christians and remove a major obstacle to an accom－ modauion with the nominally Chisisian rebels．By the Prime Minister＇s own account， achieved last August before he rebels shot down a civilian tirliner．Tempers in Khar－ oum have now cooled enough for negotiations aggin to be

Prime Ministerme that the ．wishes to suppport Sadeq E Lition，stated during his
Lendon visit this week，that he SpLA leaders must aban－
don guerrilla activity before to placiate those in Khartoum
who favour a hard line Sadeq El Mahdi himself desperately eeds a negotiated settlement． of atruition，in which the rebels hold the countryside and the army keeps garrisons in the
main towns．Nor can he afford the expense of continuing a war which is estimated to cost 1 million a day－exactly enue．
If he cannot end the war，his regime is likely to go the way of in Sast attempt at democracy which ended when Ja＇afar
Numeiry installed a dictator－ Nhip．This is is particulariy so in May，the government Southern problem before seri－ ther problems，in particular Nevertheless，if the West

 sphere that assistance must come．There is little that the
West can do to pensuade
Ethiopia to sop funding the rebels，or to soort out Sudan＇s
internal．differences．But the internal．differences．But the
Sudamese det is of direct Concern to the West
Sudan has，in qualitative
terms，one of the worst deb cerms，one of the worst deb
problems in the world Multi－ tateral and bilateral creditors are reluctant to make a special
case for Sudan，for fear of setting a precedent which the big South American debtors some sequick to exploit．Ye modation for the f12 billion debt would give breathing space to the regime．
Sudan is strategically im－ portant and the allegiance of a rent government collapse is uncertain．While Sadeq El Mahdi＇s government retain
some measure of authority， some measure of iuvinorty，it
would be in the interest the
West to lend him a sympa－
thetic ear．

Write of
Ilian


Pennington Street，London E1 9XN Telephone：01－481 4100

## SENSE AND SENSITIVITY



That is no longer appropiate
in most cases．Since this ween＇s introduction of a visa
requirement for visitors from
Vigeria，Ghana and the Ind sub－continent（the sources of mass immigration in recent are seeking a home as well as a vonntry of origin before they even set foot on the eplane．Any
appeal will be lodged there too，
and the opporunity for a
British MP＇s intervention has British MP＇s intervention has
beeen largely e eliminated．An wacasional would－be visitor
will undoubtedly turn up at
Heathrow without the Heathrow without the nec－
essary documents But be or
she would clearly be in breach of regulations．
The argument that Mr
Hurd＇s decision is overdue is


But the country has been
facing grave difficulties in stemming the tide of im－
migrans． migrants．The abrupt rise in
numbers when the visa numbers when the visa
requirement was announced
early last month strongly sut carly last month strongly sug－
eests thai the status of visitor＂has often been less
than genuine．The need for
Goverment action is un－ Govermment action is un－
questionable if only in the ine right to settle in this
country and those who have It follows that the charge of racism by Mr Rajiv Candhi
（who demand
for visitors to visia）himsalf not required for most African countries or for visitors from
the West Inies．They have
been imposed for visity the Indian subcontinent be cause experience sugests that
it is from among them that most illegal immigrants are draw paralress wish south Af
rica is outrageous It follows too that Mr Ger－ Home Secretary，is extremely would repeal the visarnment legisa－
wish people will remember what he
said so far the present Gov－ simment has．reacted respon－
sibly and tumanely
to problems of great sensitivity
which are likely to get worse who try to pnt the boot in now
will earn－and deserve - the will earn－and des

RIPPLES FROM REYKJAVIK


## 11：－himun

 113.1010 Moyris

No refuge for addict on the loose


$$
18
$$


Cruelty to animals


## 

## LETTERS TO THE EDITOR

## $\underset{s}{b}$

wer
hend
hend
sha
man







Countryide Act And Age anculture
Miscellaneous Provisions）Act
1968，which already contain such

## 



## Incident in Verona

 underine the contradicion be－
tween the thef and the elorious
cultral image of that city
Real



Mechanical aid
From Mr Alfred Black
time ago I
Sosi／Somislaid／destroyed my Ameri－
lan Expediandy
losy Express card I immediateri－l
can
reported this to them with a
repuest for a new eardithey
assured met metephone that this



（and an answer）oul of youl．
Result，a new card by retu
Yours sincerely，
ALFREDBLACK，
14 Warwick Drive
Upper Tichmond Road，SW1S．
October 10
Listing procedure
From Dr G．P．Black
Sir，Now ihat the
have
have accepted the Government
consider ne fisting procedures for
historic beid
consider the listing proced io res for
histoonic buidnges Parliamentary
Report October 14）and have




|  |
| :---: |

Yom Mar P．C．Thompson
Sir．Mr Paul Farmers spirited
defence of the pupils of the Dick
Sheppard School at Tulse Hilu



## Wholly misleading impression that Bratain wes in some way being swamped by immigrants trying

 beat the deadizie for visis．For many years ow would－be
immigrants have repuirod prior
niry clearance in their country of

eat pity that the Home
the Imigration Ser－r．
ot do morr in recent
ke it clear to the Press

Iustice？
YEOUS faithfully，
CORGE P．
George Blaci BLACK，Assciates，
Conservaion analysts and asses－
sons
07 Andover Poll
sors
${ }^{107}$ Andover Road，
Newbury，Berkshire．
Dealing with perjury
From Mr Emile Money
Sir，Thie problem of dealing with
the perivied police wituess

Fabian pamphlel（report，Occobers
13，has been found a solution
under various contineotal crim－
under various contineotial cifin－
inal systems wher a poiceofler
convicted of perjury is liable to
serve up 10 phe maximumt sen－
tenece for the offene in retation to
which his perjury was commined
which his perjury was commined
Iam Sir your obedient servant，
ERNI MONEY，
1 Gray＇s Inn Square，
Gray＇s Inn，WCl．

## 

 ON THIS DAYBix


N:


## uns allow side

 tist to leareRodney Lord，Economics Editior

$$
\begin{aligned}
& \text { Losses cut }
\end{aligned}
$$

Strong reply
$\begin{aligned} & \text { Strong \＆Fisher the leather } \\ & \text { manufacurer，replied to Gar－} \\ & \text { nar Booth＇s defence doct }\end{aligned}$
$\begin{aligned} & \text { nar Booth＇s defence doctu－} \\ & \text { ment The board of Strong } \\ & \text { Fisher noted be to conioued }\end{aligned}$
$\begin{aligned} & \text { Fisher noted the contiouted } \\ & \text { deterioration of Ganar } \\ & \text { Boorh＇s business and the lack }\end{aligned}$
$\begin{aligned} & \text { of a stratceic plan to reverse } \\ & \text { Thempost pege } 22\end{aligned}$
W\＆P contract
$\begin{aligned} & \text { and property investment buryi－} \\ & \text { ness ofert．} 86 \text { milion through } \\ & \text { share issue }\end{aligned}$
Holding cut
$\begin{aligned} & \text { second hair with the proceeds ofticials sald in and nct } \\ & \text { of the British Gas privati－indican a loss in control ove } \\ & \text { zation }\end{aligned}$
$\begin{aligned} & \text { companies paid } £ 1.5 \text { hillion in of England showed a } 1.6 \text { per } \\ & \text { PRT．} \\ & \text { The undertying PSBR is } \begin{array}{l}\text { cent rise } \\ \text { in stering M3 last }\end{array}\end{aligned}$
$\begin{aligned} & \text { The underlying PSBR is } \\ & \text { probably running at a lower } \\ & \text { levin than last year，given the }\end{aligned}$
Coalite raises bid for
Hargreaves by 28\％ of ins holding，for MSt 131
millin，redung ins controt－
ling interest to 5 ． 5 per cent． Baker popular The tender offer of 25 per
cemo of Baker Harris Saunders
Group．uhe first commenercial
 imes．The stribikeringed prici is set
at 17 年

## Mecca sale

The offer for 34 per cent of
Mecca Leisure Group subject
oca \＆ 95 million buyoul from
Grand Meiropolitan is Grand Metropolitan is
overnusscribed．Share alot
ment details of the
me ment details of the e332．9 net
notation will be announced

 up is bic for the Hargreaves Coalite is offering one share
Group by abe 28 per cent to value Hargn Th
medi
b beres
年
port eresss include energys trans－ Having disminissed the thals orig．
 These were thought io in
elude iss elude issuing a valuation of
hecompany and the possibil
ity of enticing a white knight






## Adamson goes in Renold board shake－up

|  |  |
| :---: | :---: |
|  |  |
|  |  |
|  |  |
|  |  |
| wo men bave beencreditied with the |  |
|  |  |
|  |  |
|  |  |
| crively dismissed Mr mannol do evereythingat onoe |  |
| ancany |  |
|  |  |
|  |  |
|  |  |
| was made on the back of aforecast of interim profits |  |
|  |  |
|  |  |
| year．The downurn，hut notthe exten of it had benannounced hy Sir Campbell at |  |
|  |  |
|  |  |
| payy said yesterday one of themain fackors behind the |  |
|  |  |
|  |  |
| policy－a view which MBlakstad later confirmed |  |
| Tric sources ssid that while |  |
| 2o invess more in rescarch ond robotics－the board had been |  |
|  |  |
| robotics－the board had been very concemed about the lowlevel of the share price and the level of the share price and we |  |
| over． $\qquad$ |  |
| Blaksta sid y yeserday |  |
|  |  |
|  |  |
| Ladbroke selis Laskys |  |
| to Granada for $\mathbf{£ 3 0}$ |  |
|  |  |


| The Ladbroke and Granada groups，which eartier this year called off plans for a full－scale merger：yesterday announced that Granada was acquiring Laskys，the consumer elec－ tronics retail chain，from Ladbroke for $£ 30.25$ million． <br> Ladbroke bought Laskys in 1979，but did not make any money oo it because the 53 oulless never provided suf－ cover overheads and marker－ ing costs．In the 12 months to the end of June．Laskys lost E645，000 pretax on sales of $£ 80$ million． <br> Granada believes it can achieve profitahility through puting the huying marketing． distribution．service and con－ sumer credit muscle of its 550 television rental outlets at Laskys disposal． 11 plans 10 the next two years al a cost of about $£ 25$ million． | Granada is keen to huild up would have bought Comet， the electrical retailer owned hy Woolworth Holdings，if the Dixons bid for Woolworth had succeeded．It has started selling televisions and video recorders through its rental outless，spurred by the decline in the rental market． <br> Dixons was also interested in Laskys，but only to take down some of its shops．Its offer was well under that made by Granada． <br> breaks aew ing of the deal vendor placing of 10.6 million new Granada shares was won in a bought dear conten Brothers Interna－ tional．the American invest－ ment bank，won the contest by 7.30 am starn in competition with two British banks． Commest，page 23 |
| :---: | :---: |

Maxwell saves Stothert with $\mathbf{f} \mathbf{4 m}$ injection

## \section*{New study plays down size} of Britain＇s black economy <br>  to the rescue of he ruobiled intent on getting manutac crane manufacturers Siobert turing industry in this country    enlarged capital Mr George King chairman Blow，probblems． lit <br> Pergamon already owns eluch of industrial businessen cluct of oridustrial businesses， in rough the Holis group and is likely to merpe wilh Siothert ad Pin at some stage．

Noluck with your TSB


Then go for the best performing fund over the last seven years！

|  |  |
| :---: | :---: |
|  |  |
|  |  |
|  |  |
|  | din |



# Holmes à Court could be the mystery buyer of Sears shares 



South leads boom in real coffee sales



## 。




## 

## US defence compromise saves $\$ 560$ billion Bill




## Japan 'must aid neighbours'

Booming pawnbroker seeks listing
${ }^{A}$ Abominin pankroke is



cards, and so turn to his
ancien profession for help.
His 18 -monh m - l . Company
His I8-monnh-old company
is about odounhle in size
a $£ 400.000$. full
full - subscribed
a f400.000. fully-subscribed
share. ffer.
snappeed up shares orfirect at



Buildings |Harris Queensway flotation

## planned

Investors could soon have A former market rader has the business earned about


$$
2
$$ ..... 





TEMPUS

## Micro Focus over the worst

 MiCTO



TSB pulls
lower paid investors

Mon mean fow
British Teleeom shares,
according to resemrch carrid
ant whin the TSB shre offer
closed last month There wert

Tsue.
The
still bs
still being compilied register is is
anaylsis has yect bean carried
out on the



said they were certain to ap

- for ThB shares.
Thirty eightper
Thirty -ightper cent of app-
plicants were forme the Ca 2 nd
DE cutegorise 2 percung
points more tinan the tsame




## COMMENT Kenneth Fleet <br> Governor wants players to be gentlemen

Even the Bank of England seems to be suffering from a litile eleventh-hour
angst as the fateful Big Bang apangst as the fateful Big Bang ap-
proaches. In the last part of his Mansion House speech Robin Leigh-
Pemberion, the Governo issued a Pemberion, the Governor, issued a
series of broad and probably futile series of broad and probably futile
warmines about the risks of the new competition
revolution
His main concern on this baccha-
nalian occasion structure of the new, deregulated markets. Market-makers and brokerdealers would be pushing for market
share as soon as the rules changed. share as soon as the rules changed
and this could lead roan excessive and and this could lead toan excessive and
destructive bout of margin-cutting.
. "Some firms may overreach
themselves" the Governor said. $A l$ worst this could lead to collapses or withdrawals of players
Mr Leigh-Pemberion reiterated the
Bank's ofien-made point that regulators are not there to prevent all wrong-headed markel participants
committing hara-kiri if that is what they are e ent on doing. The purpose of
regulaters is to ensure the health of the regulators is to ensure the health of the
markets as a woole. and if that
involves allowing some players to go under, if only as a warning 10 orbers
then so be it If market-makers find tben so be it. If markel-makers find
they have to withdraw from the
markeh that does not necessarily prove that the new system itsclf has
failed
But the Govemor's words seem to sugest less-hanan-ioral confdidence. His
recipe for avoiding diasters in recipe for avoiding disasters in the
new. fiercely competitive era is to limit competition by self-restraint
Since the regulators annot do ilal by hemselves, it will be vital for a
marke paricipants to excercise degree of restraint ${ }^{\text {² }}$. be said.
He is not just talking about makers and brokers. ${ }^{1}$ I should like to see institutional investors recognize
their interest in being able their interest in being able to deal with
a wide array of soundly based a wide array of soundyy based will excercise restraint on their use of their bargaining power. I hope that we
will continue to avoid levels of gearing in the corporate sector as a wbole which, although pertaps acceptable in favourable conditions, could prove to
be seriously destabilizing when times
become harder become harder.
This sounds This sounds strikingly like the
classic Bank of England plea for a gentlemanly and orderly market
maintained by the farsig maintained by the far-sightedness o the players themselves. That, how-
ever, is precisely the kind of world
away from which the City is moving with increasing rapidity, More than
ever, it is "the system" which will have to take the strain as the demands of competition turns gentlemen into
hustlers. If the new system itself husilers. If the new system itsel
cannot cope, self-restraint will not be
enough and utimatey the system will enough and utimately the system will have to be improved. the past few years, according to the the past few years, according to the
Stock Exchange chairman. Sir Nicholas Goodison, is not Big Bang, but the
merger betwen the Slock Exchange and members of the International
Securities Regulatory Organisation. of many years of effort to strengition the position of London in the international market-place." he hold the
guests. Throughout the late 1970s and the early years of this decade, Sir
Nicholas has fought for the over-
$\qquad$
riding principle that the integrity of securities rading in
should be maintained. The risks were spotied a Iong time
ago. The loss of Londons leading role in the trading of South African gold sharcs some years ago highlighted the
dangers in a fragmentation of trading in London.
The removal of exchange controls in the autumn of 1979 was both a o greater foreign involvement in wherev, but allowed everyone to deal best terms and the best service the The Stock Exchange-Isro merger. many issuers of s, wit enable the in securities in London to come cogether to develop the securities
markers. to share the neccessary technological systems and oo cnsure the consistent and high
standards which will anract business
to London." ${ }^{\text {to }}$ Lo London."
Together, the two bodies have a
chance to thrive. Aparr. London as a
key financial chance to thrive. Apart, London as a
key financial centre would have
struggled.
Granada scores a first The bought deal is clearly gaining
ground as a financing device in the
City of London. Just 10 dys before Big Bang Granada has scored a first by inviting tenders for a vendor
placing to finance its acquisition of placing 10 finance its acquisition of
Laskys. And as an interesting foretaste of institutions in the bracing new world
after October 27, the winner was the afier October 27, the winner was the
American investment bank, Saloman
Brothers Internationa Brothers International.
The race was a three-horse affair
betwen Saloman and two British
runners Saloman is between Saloman and two British
runners. Saloman is as pleased as
puncb. It tendered on a tight man puncb, It tendered on a tight maryin
of 288p per share, agninst a closing price for Granada the previous day of made a profit. Granada shares and firm yesterday at 282p. discount on a vendor placing is 6 per
cent to 9 per cent, but in this case the discount was under 1 per cent.
The fact that the new shares for which Saloman tendered represent
only 4.2 per cent of $G$ ranada
present equity was a big facior in the tight pricing. The bought deal clearly comes not its own for deals on the scale of
Lasky. It is quick, cheap and 100 Laskys. It is quick, cheap and 100
sman to upset institutions who champion the cause of shareholder democ-
racy.
Institutional pressure has grown for a clawback facility to enable all
shareholders to take part in large shareholders to take part in large
vendor placings. The institutional lobby had a powerful effect on Dee Corporation's placing for Herman porting Goods and Boots' placing for both cases therefore widened to nearer 15 per cent plus 15 per cent plus.
mark in the bought deal field.
Saloman, in coniunction oveth, won the tion wilh Hoare
 Hiil Invesiment Trust porfolio afier
Robert Maxelt's sucestil bid It will be a question of watch this
space afier October 27 .

# Property Holding <br> \& Investment Trust PLC 

To the Ordinary shareholders of PHIT

## YOUR BOARD STRONGLY ADVISES YOU NOT TO TENDER YOUR SHARES TO APEX GROUP LIMITED

O The offer represents an unsatisfactory attempt to obtain a measure of back door control over PHIT.

- Your Board will write shortly to explain in detail why this offer should be ignored.

ETIMES UNIT TRUSTINFORMATION SERVICE


 $\rightarrow$ 等










## Shares in early drive









## YOUR OWN BUSINESS

| YOUR OWN BUSINESS |  |  |
| :---: | :---: | :---: |
| A new loan <br> By Derek Harris <br> Changes are being planned to two of the Department of Employment s Action for Jobs schemes which could mean greater help for those with small busineses heip for those with small businesses. The initiatives are being considered by pavid Trippier minisier for smalt David Trippier, minister for stalit businesses wio has jus starred talks of the careror-develolopment loans scceme. He also wants to widen the training for enterprise programmes. Career-development loans exist experimentally in four areas, around and Greater Manchesser. The scheme was lauoched last April whth Barclays | -while-you-le <br> Bank and the Co-operative Bank mostly the main partners, with the Clydesdale The idea is to provide loans of up 20 prove career and jobal training to improve career and job prospects. Courses selected can last op to a year. Anybody getting a loan pays no interest during the uraining nor for np to ihree months afterwards. Minimum for - Three months aftervards. Minimum for Trippier believes this should be brought down to $£ 00$ and his talls with the banks are aimed at introducing this greater flexibility. Some existing courses cost less than $£ 500$. The enterprise programme provides | arn scheme <br> management training for business own- ers and managers, including those aboul to start up. Mr Trippier is considering a courses; possibly involving local enter- prise-agencies, which could give a hand-prise-agencies, which cond give a handyear. Distance-fearning courses would be another way to whien the schemore women to take part. The courses, which teach finance and marketing skills and include the use of "action learning" groups to sort out common problems, Commission. |
|  | mately mixed, with gas burners to speed processing His moderately sized oak proportion of the outer I inch of living wood, which contains the elements that impart the almost-forgotten traditional flavours that bring the customers back for more. <br> His wife, Jane learnl about traditional smoking, each of them in the first year ance Scheme's f 40 a week. Bul buildings at the edge of a disused airfieid had to be cooverted, equipmen! bought, stock and as the tride developed, a computer installed. <br> He was lucly with his bank manager <br> BRIEFING | Fishy bosinesss. Hophand Jane Forstic-Walker at their <br>  <br>  neantroy tramhouss it being modernized His parents have helped in lhe business, outico now emplosy a furthers six peopple Guidance on pocounting and securuing planning permissions came fom the Cuinil foo Smal Industries in Rural Ares Col Areas (Cosisf ). <br>  Forke Bripaim's lavesi hotel chain has mail-order business is growing so gise that the couple are worrying over production capacity. aluough at dhe air export cootract to firm up the base of Hugh said: "All my advice now is 10 consolidate So the gim is. increased consoidate So the aim is increased Iurnover at a gentler arid more stable pace. That overdraft bas to be got downa. Bul he is planning the next move "working. through the night, there could be a. dramatic increase, in H could beeartier than he is bargeining for the thatest caller an remote Kencor Hiil has beena buyer from one of the bigBest nationa supermarkee chains One thing be is sure aboul. The only |
|  | EA new grant schememe Managing <br>  experiments Is now axaliak natio For smaller busimesses of 50 to 200 employers, the MSC wit ahara the cost of a maragement consuutant to produca a business plan and a stafi-development programume concentrating on programine concent management skuls. In one trial a firm boostad tumover by hatim four moriths. By next, March it is expected to halp about 120 businasse MSC payments have a E15,000 cenling. |  <br>  . palt io this doorstep. Noo yel. <br> - Saccess note: Original Norfolk Punch, the small company which produces a non-alcoholic punch to an old monks recipe (Your Own Business, August 8) has had a trial order from Mitsubishi, the Japanese - engineering group, for its expaiding healdh-foods subsidiary. The Notfolk-based punch producer, whict has negotiated an opion for Mitsubisha to distribute the drink in the Far East, honpes the trial could lead eventually to hopes the trial could lead eventualy to |

BUSINESS TO BUSINESS


## BUSINESS TO BUSINESS






䢒

FRUSTRATED ORDER




## DO YOU WANT THE

 BEST DEAL?It isn't always the cheapest, although it might appear so at tirst
DONTTRADEDISCOUNT FORSERVICE Customers spend inore time trying to get Cunt tham protecting their residual investrmer
Wang PC \& IBM. PC's start from only f895. Wang PC \& . IBM. PC's start from only 1895 .
Huge rainge of Wang OIS, VS Peripheracks also Wang
refurbished equipment in stock with full Wang warrant Efurbished equipment in stock with full Wang warran
\& considerable savings. SOFOR THE BEST DEAL IN IBM \& WANG

## 





$\overline{\mathrm{DE}}$


## the



\section*{Oe Piche Contuacts <br> | Exsmplas of our comperarye rates include: <br> EscortXR3i $\qquad$ from£46pw <br> BMW318i4dr $\qquad$ from£63pw <br> Sierra 16001 $\qquad$ from£44pw <br> Cartton 1.8GL $\qquad$ fromf56pw <br> Volvo 740GL $\qquad$ fromf60pw <br> AstraGTE $\qquad$ fromf47pw <br> M, whill buy youp oxisting eare. <br>  <br>  |
| :---: |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |


|  |
| :---: |
| SERVICES |



| BM.W. |
| :---: |
|  |
|  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |

훌







## 



Ms, yexinety




, mix



## —


BMw....NTLD

## 

1,



, mixizin
Namanain


,
,

## CAR BUYERS' GUIDE

|  |
| :---: |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |

##  <br> 

\section*{| 91 |
| :--- |
| 9 |
| Pususi |
| Tel $D$ |
| Fman |}



## 

| 24: |
| :--- |
| Pon |



RUGBY UNION: THE MEN WHO ARE PLAYING JASON JUST FOR THE KICKS Argonauts not out to fleece


## Gray aims to break Welsh mould

## Ajdal to confirmhis Classic claim












Going: firm
215 CRAVEN APPRENTICE STAKES (I⒈279: Im 44 40yo) ( 11 rumners)


## 




## 19 <br> 







##  <br> 

4A5 MEL BOURN HANDICAP ( $3-7-0: 86.372$ : mm ) ( 12 runners)

4.20 EBF HKLEY STAKES (2Y-O filios E1,736: 7916 numers)




## Bad weather postpones long-awaited grudge match




 during this first round-robin The race committe called
halt 0 uhte days procededin
moments before the
 noist a protest flag and seek a Jury on whether core samples
can be taken enteck that the
classfibre-moulded New Zesland yachn ocomplies with here
scanling rules laid down hy
Lloyds. Yesierday's programme of
races is ow scheduled for
today when winds are expectend 10 moderate
$\qquad$ ent lasc night from the Yachl Ciub Cossa Smeralda, ory
anizer of ihese challenge viass,
that they plan to hold a
 A spokeswoman for

## Haagensen leads

|  |  |  |  |
| :---: | :---: | :---: | :---: |
|  |  |  |  |
|  |  |  |  |



## GOLF <br> Nicklaus junior's dream debut vanishes at ninth

|  |  |  |
| :---: | :---: | :---: |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  | and |
|  |  |  |
|  | 边 |  |
|  |  |  |
|  | Naikiciai bo |  |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |

## Dashing Dowling Britain let earns high praise France slip past <br> J Jobn Hennessy


HOCKEY
Poor Indian finish


## Adams is wooed and won


 $*$

## 

## 新 88



## 

## ${ }^{\text {six }}$


JUDO.

\begin{abstract}

|  |  | did not have the sart of money that be was askoing,". Mr Hoare Thice is wo dastet tinat belind the disagreement between the Fattionde. Adams is the archethe empporsis on medal achicrement while Hoare is a prodact of the old sctool; where prodo was as much a charracter training as a The Piospri. <br> The Britist men's squad are Eoing througt a rough patch, as Browh, Jus back, from the Eurupean team championships nots we shouli have. and I ani something wromarand the expericonches. 'motroduced last year, It massit really been the sume sice Colie mairer leti going to have the worst Otympies we will have ever had." - Adamsis is to thy to Paris next with an option for ma exteasion. Britist, I have to go abrod inti ames. whose son,: Ashley; |
| :---: | :---: | :---: |
|  | TODAY'S FIXTURES | MOTOR RALLYING |
| TENNIS |  | Dasion |
|  | Odtham Ath v Millwel $\qquad$ Fourth dlvision Cambridge Udiv Noithampton (7,is) Colchester Und v Cardiff Cly :-in.... | lead from <br> Kankkunen |
|  | taltax Towny Tranmere Rys Scurthorpe Und y Torturey Itd $\qquad$ $\qquad$ OTHER SPOHT |  |
|  |  |  |
|  |  |  |
|  |  |  |
| (tamy |  |  |
|  Witemimill |  | The final srage, on unpaved mountainous roads near this |
|  | Date in Florence |  |
|  |  |  |
| ${ }^{-1} 4$ Kitho |  |  |
| SNOOKEP |  |  |
| STocxporm <br>  | in the world, and the American star, who is climbing back to top places'in. world ranking after |  |
| RUgBy league |  |  |
|  strowes aliter chanionsilp mones a. cask | Bologna For the benefir of Giantuca Rinaldini. an fratian rennis player, teft paralysed after a car accident: |  |



Behind the scenes: Roland Joffe (leff) and Robert De Nir
daring filming of The Mission, (BBC1, 10.25pm)

## Roland



Roland's Mission accomplished


On the slime trail: David Bellany and friends (ITV, 5.00pm)


## 

|  |  |  |
| :---: | :---: | :---: |

${ }^{2 ⿹^{6}}$

 Sinder

## 

## Olympic poker players show Spanish hand

## 

Birmingham state their case

| bam yesterday | chairman of the Birmingham |
| :---: | :---: |
| to the International Otympic Committee its allocated one hour presentation on why itshould stage the 1992 Olym- | Olympic Committee, was effi- sive after the presentation, |
|  | smoking a cigar and decharing |
|  |  |
|  | terms that he |
| The result of the voting |  |
| the 84 members on | ing |
| candidates, | victory |
|  | chairman of the Britist Olym- |
| ane, Amsterdam, | pic Association, said: ${ }^{\text {a }}$ Every |
|  |  |
| Howel. | est presenta |

## NoWill?

You could just be leaving problems...

The people you want to benefit may not inherit...The taxman might be the divided by bitter quarrelling
To help you avoid all this, Greville Janner to help you avoid eminent Q.C. and M.P., has written a special booklet out
lining what to doand what not to Will. Greville Janner's booklet is yours,
absolutely free, absolutely free,
when you curnthis coupon. Free advice!

| ---ר, - |  |
| :---: | :---: |
| d me you |  |
| Name(Mr/Mrs/Miss): |  |
| Address |  |
|  |  |
|  |  |
|  |  |
|  |  |

##  <br> Brave resistance by Croft



Hoddle makes Robson gasp
in admiration Robson gasp
in admiration

By Sturt Jones, Football Carrespondent



## :



$\qquad$

 when
omit
not
or ta
but
but bit
ofis
his


## Gough's colleague

 worries Scotland
[^0]:    

